



Sustainability in Transportation

November 17, 2011



- 1966 one truck
- Diesel was \$.25 a gallon
- ■16,900 trucks today
- SmartWay Charter Member







Why has SmartWay worked so well?



- EPA listens
- SmartWay has truckers, shippers and suppliers all working together to reduce greenhouse gas.
- SmartWay is effective because:
 - Voice of goods movement within the EPA
 - Based sound science and common sense
 - Credible and high trust
 - Definitive CO2 calculator and scoreboard



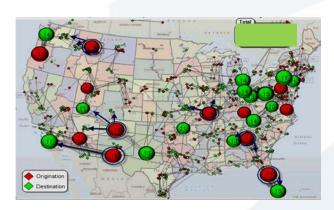




■ Past – Focus on the equipment



■ Future – Focus on how we use the equipment





Equipment Opportunities



- Natural Gas
- Cab comfort
- Areo dynamics

- Extended Maintenance Intervals
- Next generations drive trains





Optimized for MPG













Future - How we use the equipment



- Driver coaching and accountability
- Optimization Fuel, route, and load matching
- Fuel efficient route



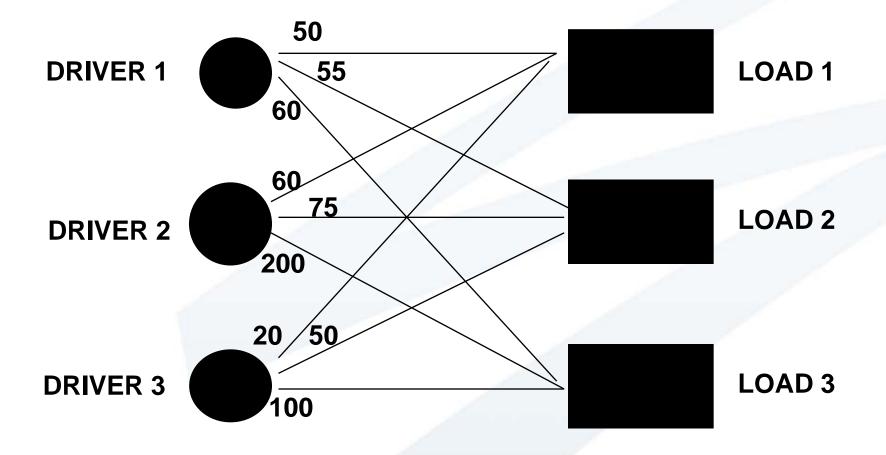






Challenge match to minimize empty miles

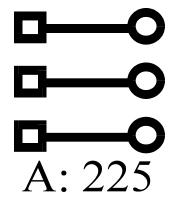


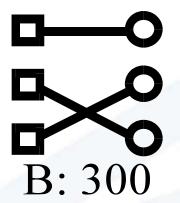


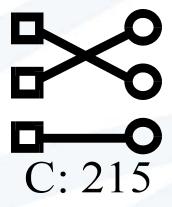


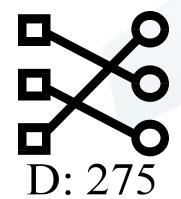
Best Answer

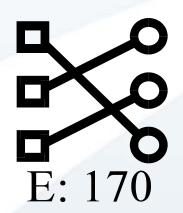












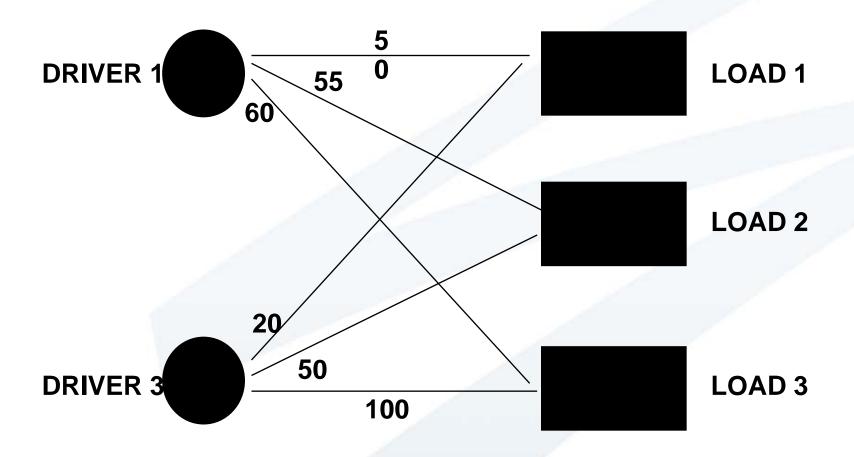




Break the chain



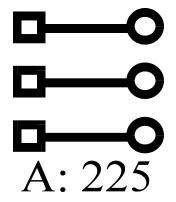


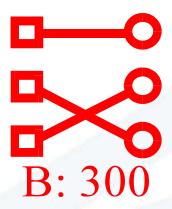


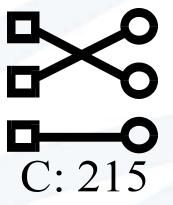


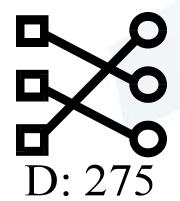
Result is the worse possible outcome

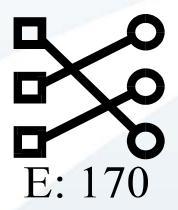
















Why Optimization?



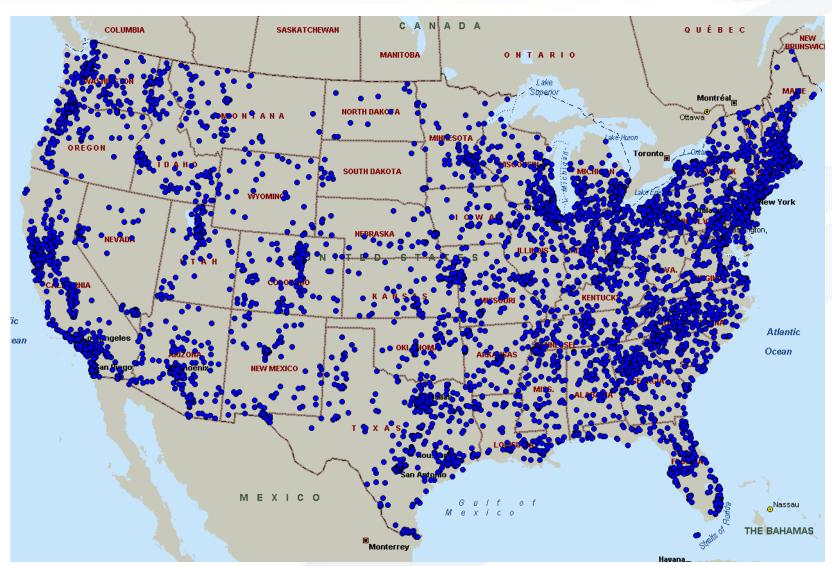
Drivers/Loads	Possible solutions
3	6
6	720
10	3,628,800
25	15,511,210,043,331,000,000,000,000 (15 Septillion)





Swift Loads to be matched







Who are our Customers?



























Aligning with Best in Class
Customers for Long-Term
Relationships



























These are the trucks to be matched.

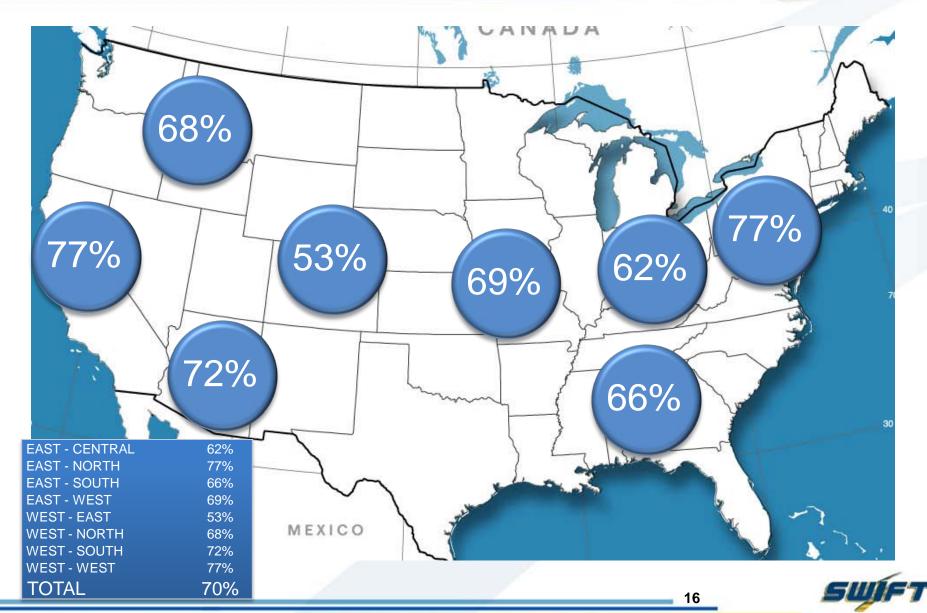






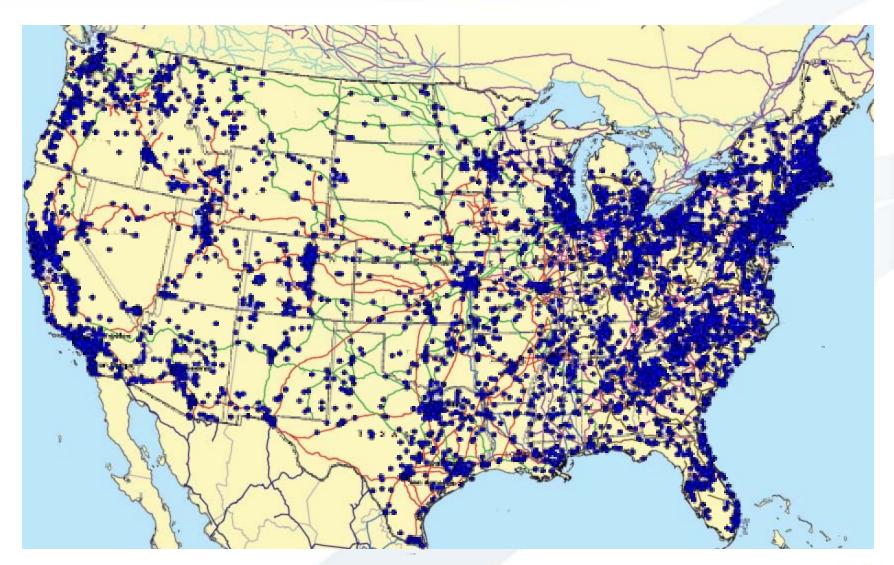
70% of Trips are less than 500 miles





What about Rail Intermodal & Swift Customers?

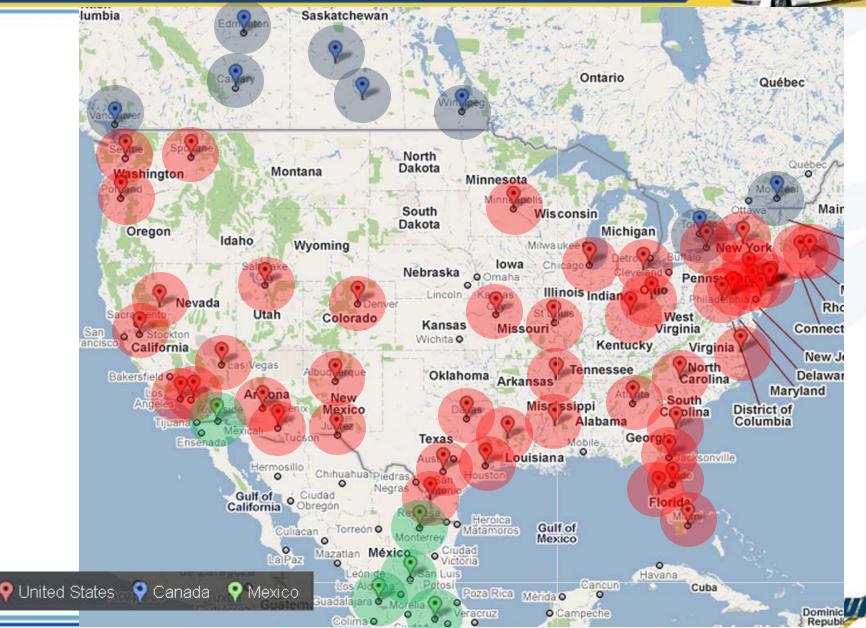






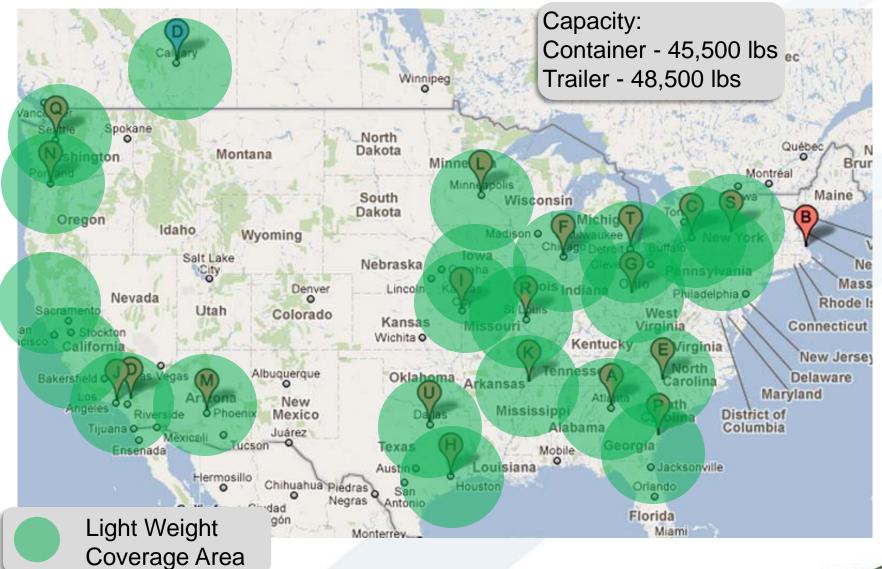
Intermodal Ramps: COFC





Intermodal Ramps: Light Weight





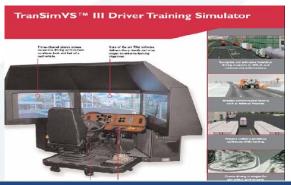


Technology - The Enabler

- Satellite communications in all tractors, trailers and containers
 - New Qualcomm units EOBR, text to voice, streaming video and integration with planning software provides significant opportunity for improved efficiencies
 - Live route detail for all loads
 - Constantly monitors drivers performance metrics (speed, arrival etc...)
- Multiple network management tools (LPII, Micromap, FleetNav, Drop & Swap, etc.)
- Critical event recording and other state-ofthe-art safety technology
- Fuel and route optimization software
- A full compliment of EDI services updated every 60-90 seconds
- Driver Kiosks and much more!









Everybody is Accountable



				FUEL METRICS										
	<u>Driver</u> <u>Code</u>	<u>Div</u>	Class	Trend	<u>Scores</u>	Total Score	Annual Opp	<u>oor</u>	<u>ldle</u>	Eff MPG OEM	<u>Shrink</u>	Review		
2	244280	005	S	\$	ııl	4.00	\$2,292	0.00%	0.49%	7.87		r		
2	216187	005	S	⇨	•1	1.79	(\$1,071)	18.05%	0.85%	7.71		ı		
5	312669		S	⇨	00	2.00	(\$1,530)	1.51%	1.28%	7.82		r		
ŝ	311164	005	S	₽	00[2.99	(\$2,516)	3.46%	1.54%	7.20		ı		
5	315258	005	S	⇨		1.82	(\$576)	20.67%	5.39%	8.51		ı		
į	311832	005	S	\$	00	3.79	(\$585)	1.52%	5.44%	7.47		ı		
	311307	005	S	₽	9 []	1.91	(\$8,377)	8.11%	5.56%	6.95		ľ		
Ş	306210		S	⇨	of	3.99	\$0	0.00%	5.66%	7.75		n		

Swift at a Glance



- North America's largest truckload carrier
- Largest North American terminal network
- Most diverse equipment and service offerings
- Significant and growing line of business like intermodal, solutions etc..





Extensive Transportation Service Offerings



Demonstrated ability to provide total transportation solutions with a comprehensive suite of services and equipment offerings

Transportation Solutions



Line-haul



Intermodal



Dedicated



Expedited Team Service



Solutions



Trans Loading



Trans Mex



Diverse Logistics



Convention Services

Equipment Selection



Dry Van



Temperature Controlled



Heavy Haul



Flat Bed



Intermodal Containers



The Clean Fleet



Ultra-lite

Additional Value Added Services



Equipment Leasing & Sales



Contract Maintenance

Broad service and equipment offerings help customers simplify their logistic needs



Temperature Controlled Solution



- Single, dual, and tri-temp trailers
- Over 1500 trucks currently running
- Best in Class customers













Trans-Mex Solution

5UFT

- ■600+ Trucks
- 8 Terminals
- Never leaves our hands
- Border crossing at all major gateways
- Bilingual CSRs
- 24 hour security with full time cameras
- Thorough driver background checks











Flatbed Solution



- 325+ Trucks
- 1200 trailers
 - 8.5' x 96" Doubles
 - 24' x 96" Truck/Trailers
 - 48' x 102" Drop Decks
 - 53' x 102" Drop Decks
 - 48' x 102" Aluminum Air-Rides
- Extra Weight and Over dimensional
- Through Service to Mexico
- ■60ft Capable









Swift Solutions

Suiri 100

- Full service logistics team
- Asset based support
- Total transportation management system
- Single source transportation provider
- Leverage huge carrier base
- Multi-modal
- Experienced staff













Heavy Haul Solutions



- Dedicated and Linehaul
- PAC NW Fleets
- ■24' and 40' Doubles Trailer (Roll Door) Gross to 62,000 lbs. and 5095 cube
- 53' Quad-Axle Dry Vans Gross to 62,000 lbs.
- 53' Tri-Axle Reefers Gross to 55,000 lbs. and 4250 cube









Efficient + Competitive = Sustainable



Efficient + Competitive =



- Route
- Empty miles
- Waiting time
- Congestion
- Fuel strategy

- > Safe
- ➤ On time
- > Low cost
- ▶ Less Fuel





Why an Efficient Transportation Network is Important?



Provides the US with a competitive advantage



Creates jobs at every level of the economy





Summary



- SmartWay has Truckers, Shippers and Suppliers working together to reduce CO2.
- I believe that future GHG reductions will come from optimizing how we use the truck.







THANK YOU



